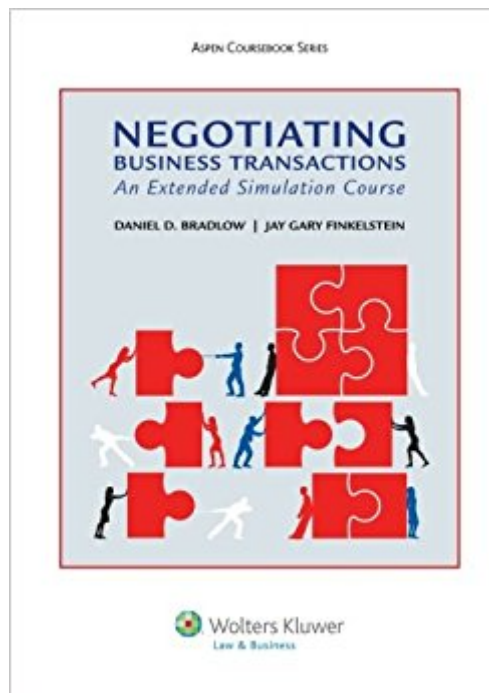




The book was found

# Negotiating Business Transactions: An Extended Simulation Course (Aspen Coursebook)



## Synopsis

The only offering of its kind, *Negotiating Business Transactions: An Extended Simulation Course* contains facts and contextual materials, negotiating instructions for each side, and background readings on all aspects of the transaction. The text is an introduction to both negotiations and transactional legal practice, and meets the ABA practical skills requirements. By bringing a business deal into the classroom, the text helps students study objectives, structures, and strategies and learn by doing in a setting where mistakes become lessons--not malpractice. The text enables students to develop negotiating and drafting skills as they experience the "real time" challenges of negotiating deals. Students explore the interaction between business and legal issues in the context of structuring those deals. Then, they can apply what they have learned to produce a solution that meets the client's objectives and is acceptable to the counterparty. Finally, by understanding the social and environmental impacts of business transactions, students can more fully explore issues of professional responsibility in negotiations. Student response has been consistently and overwhelmingly positive.

Features:

- meets ABA practical skills requirements
- contains simulation materials
- facts and contextual materials
- negotiating instructions for each side
- background readings on all aspects of the transaction
- introduction to both negotiations and transactional legal practice
- brings a business deal into the classroom to study objectives, structures and strategies
- an opportunity to learn by doing in a setting where mistakes are lessons, not malpractice
- enables students to:

  - experience the "real time" challenges of negotiating a business deal
  - explore the interaction between business and legal issues in the context of negotiating and structuring a business deal
  - apply legal knowledge to produce a business solution that meets the client's objectives and is acceptable to the counterparty
  - develop negotiating and drafting skills
  - understand the social and environmental impacts of business transactions
  - examine professional responsibility issues in negotiations

- student response is consistently and overwhelmingly positive
- syllabus
- alternative class formats
- sample lecture outlines for issues raised by the simulation
- sample PowerPoint slides
- debriefing issues

## Book Information

Series: Aspen Coursebook

Paperback: 350 pages

Publisher: Aspen Publishers (July 4, 2013)

Language: English

ISBN-10: 1454830719

ISBN-13: 978-1454830719

Product Dimensions: 7.2 x 0.7 x 10.2 inches

Shipping Weight: 1.1 pounds (View shipping rates and policies)

Average Customer Review: 4.0 out of 5 stars 2 customer reviews

Best Sellers Rank: #217,909 in Books (See Top 100 in Books) #35 in Books > Law > Business > Arbitration, Negotiation & Mediation #131 in Books > Textbooks > Business & Finance > Business Law #180 in Books > Law > Business > Franchising

## Customer Reviews

It is a fairly decent approach to the concept of negotiation, but the entire book centers on one simulation and uses terminology that I have never heard elsewhere in regards to approaches to negotiations. I think the book would have benefited from additional simulation exercises rather than just one seeing as you are not likely going to always be thrown into this type of negotiation; rendering a great deal of the recommendations useless in the real world unless you are looking to focus solely on corporate law.

Well-made course, Book was in good condition

[Download to continue reading...](#)

Negotiating Business Transactions: An Extended Simulation Course (Aspen Coursebook) The Glannon Guide to Secured Transactions: Learning Secured Transactions Through Multiple-Choice Questions and Analysis, Second Edition (Glannon Guides) Glannon Guide to Secured Transactions: Learning Secured Transactions Through Multiple-Choice Questions and Analysis, Second Edition (Glannon Guides) Venture Capital Deal Terms: A guide to negotiating and structuring venture capital transactions Technology Transactions: A Practical Guide to Drafting and Negotiating Commercial Agreements (Corporate and Securities Law Library) Negotiating on the Edge: North Korean Negotiating Behavior (Cross-Cultural Negotiation Books) Negotiating with Giants: Get What You Want Against the Odds Negotiating with Giants Legal Writing & Analysis, 3rd Edition (Aspen Coursebook) (Aspen Coursebooks) Aspen Handbook for Legal Writers: A Practical Reference [Connected Casebook] (Aspen Coursebook) Aspen Handbook for Legal Writers: A Practical Reference, Third Edition (Aspen Coursebook Series) International Business Transactions (Aspen Casebook) Atmospheric and Space Flight Dynamics: Modeling and Simulation with MATLAB® and Simulink® (Modeling and Simulation in Science, Engineering and Technology) Molecular Simulation Studies on Thermophysical Properties: With Application to Working Fluids

(Molecular Modeling and Simulation) Negotiating and Drafting Sports Venue Agreements  
(Coursebook) Essential Concepts of Business for Lawyers (Aspen Coursebook) Problems and  
Materials on Secured Transactions [Connected Casebook] (Aspen Casebooks) Problems and  
Cases on Secured Transactions (Aspen Casebook Series) Real Estate Transactions: Problems,  
Cases, and Materials, Fourth Edition (Aspen Casebooks) Problems and Materials on Secured  
Transactions (Aspen Casebook) Problems and Cases on Secured Transactions, Second Edition  
(Aspen Casebook Series)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)